

Fig. 1

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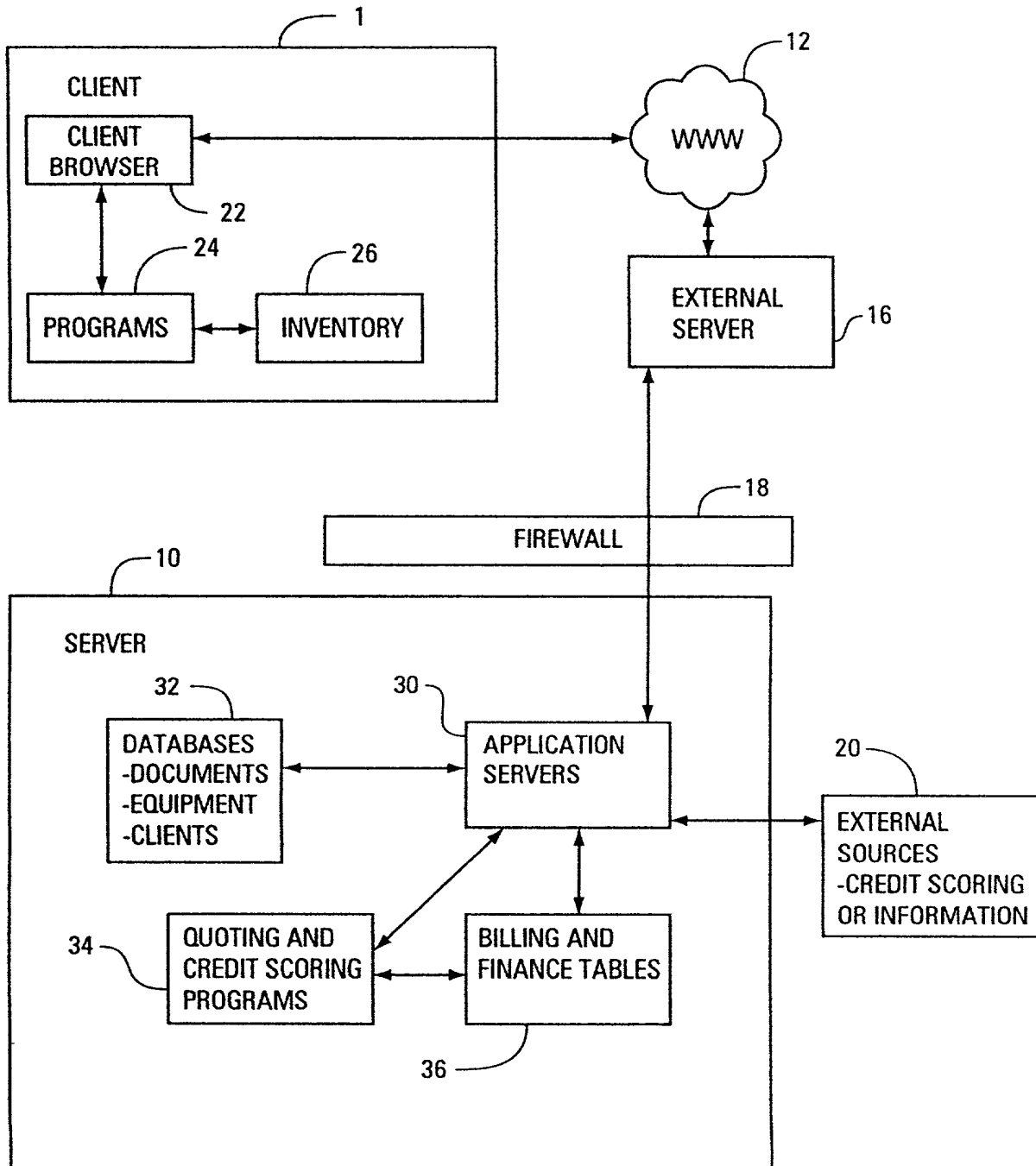
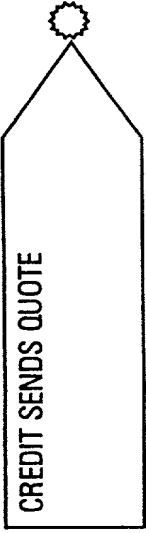
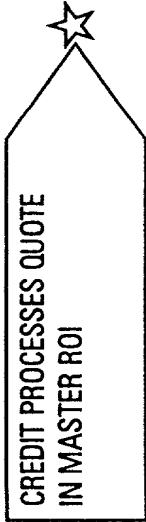
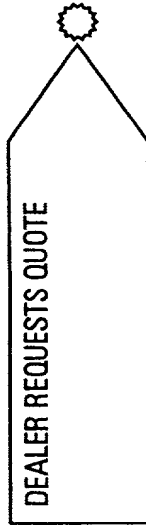


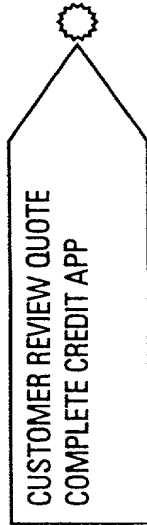
FIG. 2

DEALER SERVICES: CURRENT PROCESS
 ⚙️ SPEED (FAX/PHONE) ⭐ PRODUCTIVITY (COMPUTER ENTRY)

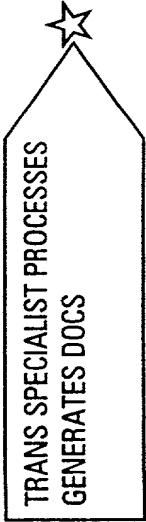
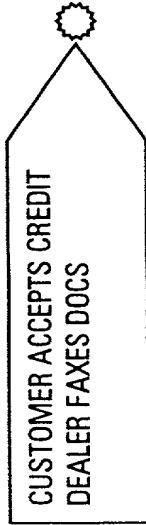
QUOTE PROCESS



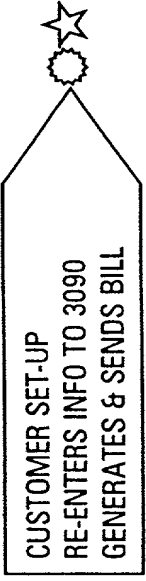
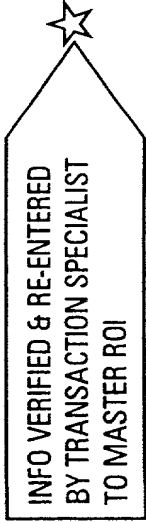
CREDIT PROCESS



DOCUMENTATION PROCESS



FUNDING PROCESS



DEALER/CUSTOMER

DEALER DIRECT PROCESS

GE CAPITAL FLEET SERVICES

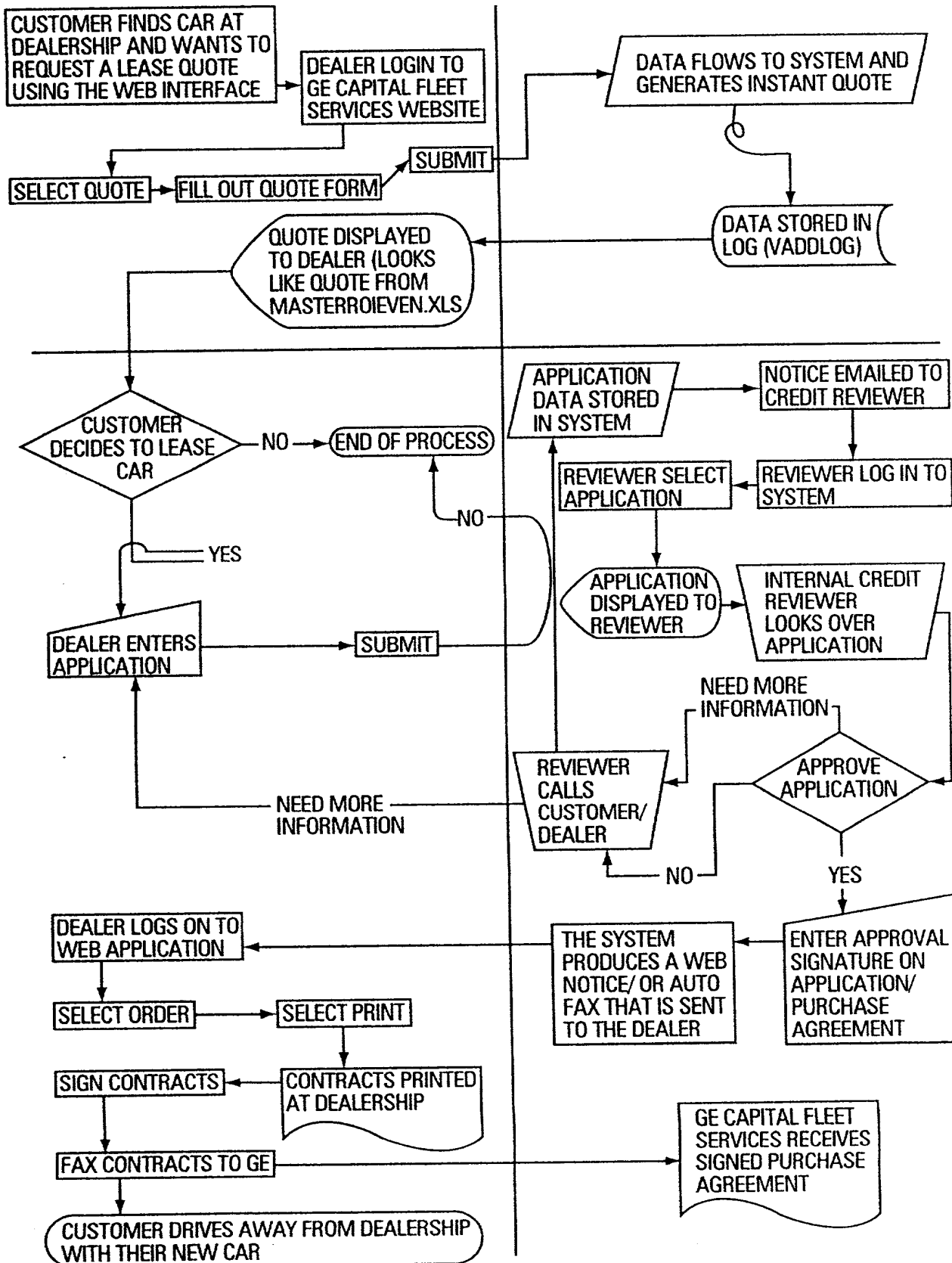
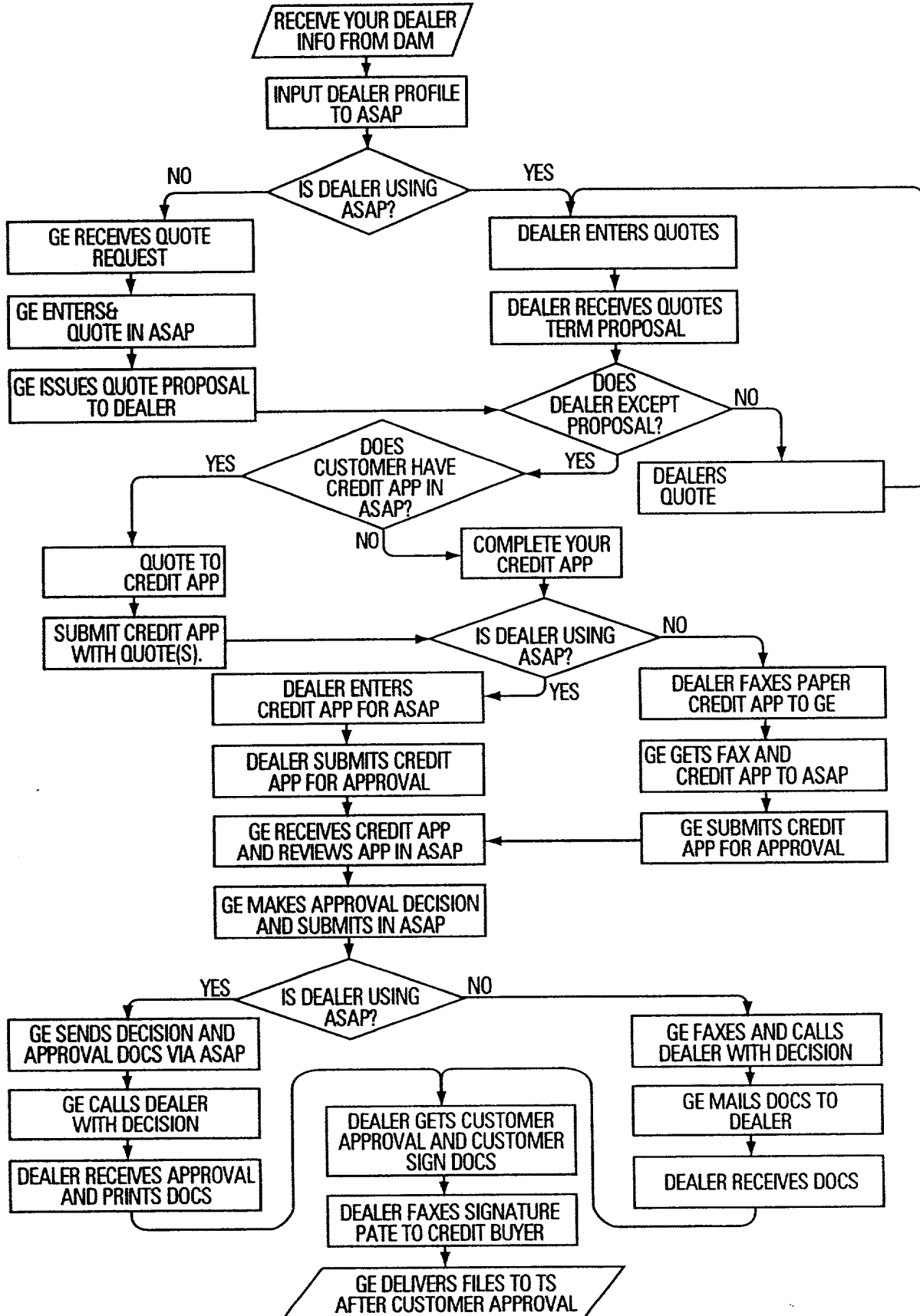


Fig. 4 4/36

GE ASAP CREDIT BUYER (CB) PROCESS



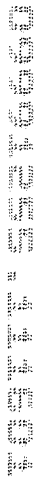
[illegible][illegible]

Fig. 6 6/36

GE ASAP TRANSACTION SPECIALIST BASIC PROCESS

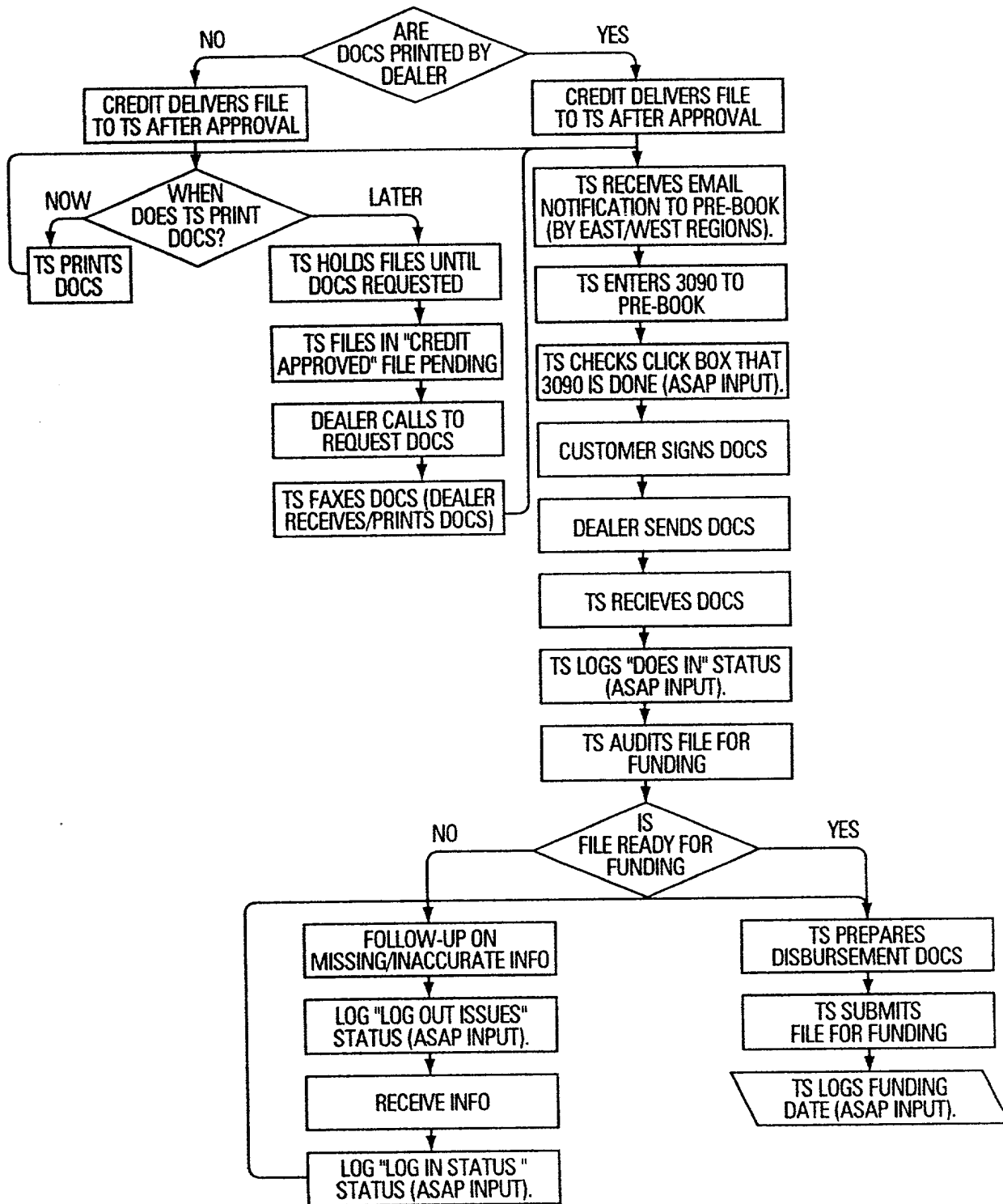


Fig. 7 7/36

GE ASAP TRANSACTION SPECIALIST EDIT PROCESS

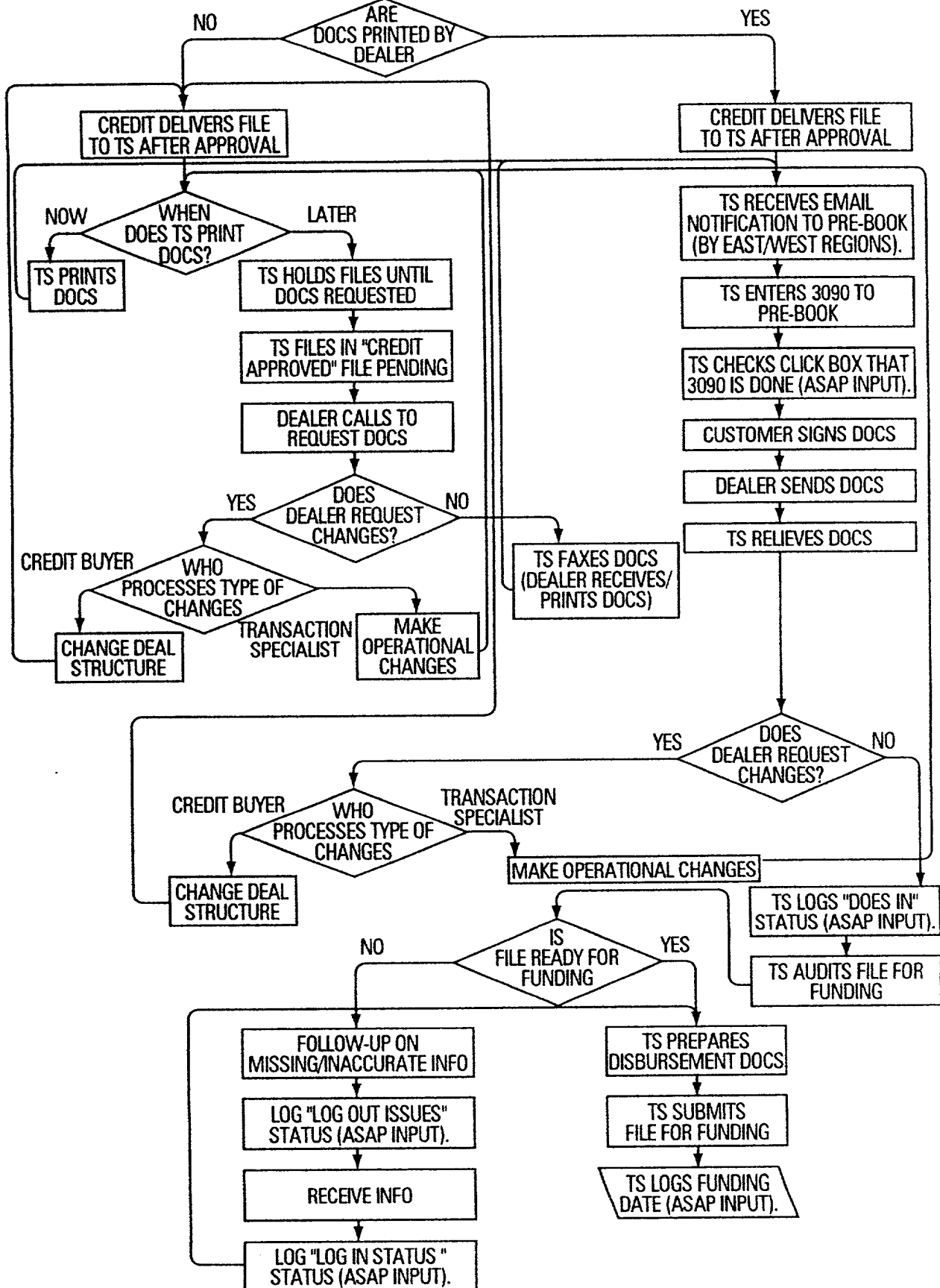
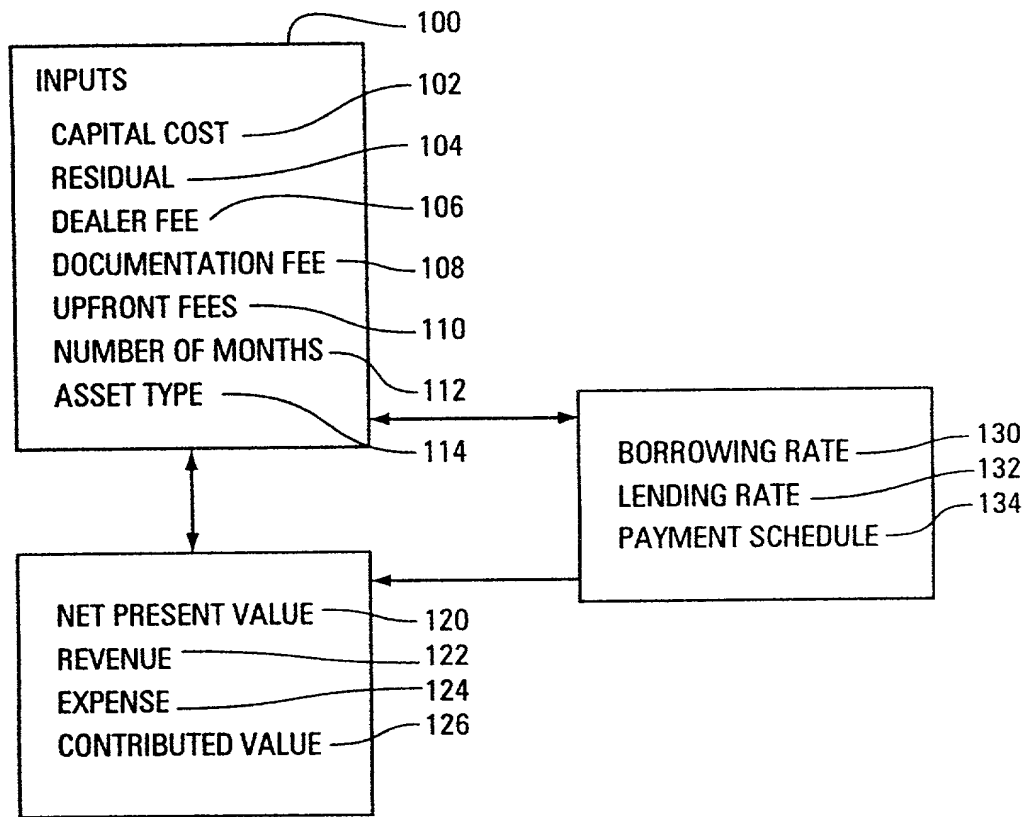


Fig. 8



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Fig. 9

AUDI MAIN MENU - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK
 FORWARD
 STOP
 REFRESH
 HOME
 SEARCH
 FAVORITES
 HISTORY
 CHANNELS
 FULL SCREEN
 MAIL
 PRINT
 EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/

GE CAPITAL
FLEET SERVICES

AUDI DEMO
QUOTE#
USER:
DATE:

AUDI MAIN MENU

SEARCH

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EDIT DEALER PROFILES

ALLOWS YOU TO:

MAKE CHANGES TO GENERAL INFORMATION ABOUT YOUR DEALERSHIP, OR TO ADD/DELETE SALESPeOPLE & USER ID NUMBERS

WHAT YOU'LL NEED:

DEALERSHIP COMMERCIAL SALES & BUSINESS INFORMATION, COMMERCIAL CONTACT PEOPLE, FUNDING POLICY AND CHECK/WIRE TRANSFER ACCOUNT INFORMATION.

VIEW OF EDIT DEALER PROFILE


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Fig. 10


REQUEST QUOTE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP


BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/

AUDI DEMO QUOTE# USER: DATE: 7/28/1999

 GE CAPITAL FLEET SERVICES REQUEST A QUOTE

HELP	DEALER VEHICLE
MAIN MENU	DEALER INFORMATION
REQUEST QUOTE	DEALER NAME: <input type="text" value="WALSER LEXUS"/>
CREDIT APPLICATION	COMMERCIAL CONTACT NAME: <input type="text" value="SALLY CONTACT"/>
APPLICATION STATUS	PHONE: <input type="text" value="(651)111-1111"/> FAX: <input type="text" value="(612)777-7777"/>
EDIT DEALER PROFILE	DEALER RESERVE (POINTS AS A % OF CAP. COST): <input type="text" value="2%"/>
ROI	DEALER DOCUMENTATION/ACQUISITION FEE MARK-UP: <input type="text" value="\$0"/>
ANALYST SUMMARY	DEALER ACCOUNT MANAGER: <input type="text" value="JOE C. MANAGER"/> PHONE: <input type="text" value="(612)777-7777"/> FAX: <input type="text" value="(612)888-8888"/>
REPORTS	CREDIT BUYER: <input type="text" value="JOE C. BUYER"/> PHONE: <input type="text" value="(612)999-9999"/> FAX: <input type="text" value="(612)000-0000"/>
WHAT'S NEW	<input type="button" value="«PREV"/> <input type="button" value="NEXT»"/>
EXIT	
CONTACT US	

 GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

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Fig. 11

REQUEST QUOTE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUD/HTML/

GE CAPITAL FLEET SERVICES

REQUEST A QUOTE

DEALER VEHICLE

VEHICLE AND FINANCING INFORMATION

CUSTOMER NAME

NON-PROFIT

VEHICLES TO BE LICENSED IN:

MODEL YEAR:

MAKE:

MODEL:

PRICE \$

UPFITTING DESCRIPTION

PRICE \$

TRADE EQUITY

CASH DOWNPAYMENT

TOTAL DEDUCTIONS

TITLE, LICENSE & REGISTRATION

SALES TAX (UPFRONT TAX STATES ONLY)

TOTAL AMOUNT TO BE FINANCED

TAX RATE TO BE CHARGED ON MONTHLY PAYMENT

ASSET TYPE

LEASE TERM (NUMBER OF MONTHS)

RESIDUAL

EFFECTIVE TERM

PREV

SUBMIT

CANCEL

PRINT

NEXT

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

GE CAPITAL FLEET SERVICES

REQUEST A QUOTE

DEALER VEHICLE

VEHICLE AND FINANCING INFORMATION

CUSTOMER NAME

NON-PROFIT

VEHICLES TO BE LICENSED IN:

MODEL YEAR:

MAKE:

MODEL:

PRICE \$

UPFITTING DESCRIPTION

PRICE \$

TRADE EQUITY

CASH DOWNPAYMENT

TOTAL DEDUCTIONS

TITLE, LICENSE & REGISTRATION

SALES TAX (UPFRONT TAX STATES ONLY)

TOTAL AMOUNT TO BE FINANCED

TAX RATE TO BE CHARGED ON MONTHLY PAYMENT

ASSET TYPE

LEASE TERM (NUMBER OF MONTHS)

RESIDUAL

EFFECTIVE TERM

PREV

SUBMIT

CANCEL

PRINT

NEXT

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

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Fig. 12

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

GE CAPITAL FLEET SERVICES AUDI DEMO CREDIT APPLICATION QUOTE# USER: DATE: 7/26/1999
GE.QUOTENUMBER& GE.UADLUSER& [SEARCH]

HELP CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

MAIN MENU BUSINESS INFORMATION

REQUEST QUOTE LEGAL CORPORATE NAME/BUSINESS NAME NON-PROFIT ☐

CREDIT APPLICATION STREET ADDRESS 1

APPLICATION STATUS STREET ADDRESS 2

EDIT DEALER PROFILE CITY STATE ZIP COUNTY

ROI CT

ANALYST SUMMARY SELECT ONE BUSINESS START DATE CONTACT NAME

REPORTS ☐ CORPORATION

WHAT'S NEW ☒ PARTNERSHIP PHONE: FAX:

EXIT ☐ SOLE PROPRIETERSHIP

CONTACT US IF CORPORATION DATE OF INCORPORATION STATE OF INCORP. CORPORATE ID NO.

MN

CURRENT FLEET SIZE WHERE FINANCED? (OPTIONAL)

CARS GE CAPITAL

LUXURY CARS GE CAPITAL

LIGHT TRUCKS GE CAPITAL

MEDIUM TRUCKS GE CAPITAL

HEAVY DUTY TRUCKS GE CAPITAL

TRAILERS GE CAPITAL

«PREV» «NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 13

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

GE CAPITAL FLEET SERVICES AUDI DEMO QUOTE# USER: DATE: 7/26/1999
CREDIT APPLICATION &E_QUOTENUMBER& &E_UADL_USER& SEARCH

HELP CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

PRINCIPAL OWNERS

OWNER NAME	PCT. OF OWNERSHIP	SS#	PHONE
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

STREET ADDRESS STREET ADDRESS 2

CITY STATE ZIP

SELECT ONE MORTGAGE/RENT\$ MORTGAGE HOLDER

☐ OWN HOME ☒ RENT

OWNER NAME	PCT. OF OWNERSHIP	SS#	PHONE
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

STREET ADDRESS STREET ADDRESS 2

CITY STATE ZIP

SELECT ONE MORTGAGE/RENT\$ MORTGAGE HOLDER

☒ OWN HOME ☐ RENT

ADDITIONAL OWNERS

«PREV» «NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

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Fig. 14

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

GE CAPITAL FLEET SERVICES AUDI DEMO CREDIT APPLICATION

QUOTE# USER: DATE: 7/26/1999
&E_QUOTENUMBER& &E_UADLUSER& SEARCH

HELP CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

BANK INFORMATION

BANK NAME: BANK OFFICER: TITLE:

CITY STATE PHONE

CT

TYPE OF RELATIONS ACCOUNT #S

☐ ACTIVE LINE OF CREDIT

☐ TERM LOANS

☐ MORTGAGE

☐ CHECKING

MAJOR CREDITORS

NAME	CITY	STATE	TYPE OF CREDIT	PHONE	CONTACT
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		

ADDITIONAL CREDITORS

«PREV NEXT»


GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


Fig. 15

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

 **GE CAPITAL FLEET SERVICES** **AUDI DEMO** **CREDIT APPLICATION** **QUOTE#** **USER:** **DATE:**
 &E_QUOTENEMBER& &E_UADLUSER& 7/26/1999 **SEARCH**

HELP **CUSTOMER** **OWNERS** **CREDITORS** **INSURANCE** **HAZARDS** **SIGNATURE**

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

BANK INFORMATION

INSURANCE COMPANY NAME

AGENT NAME **PHONE** **FAX**

STREET ADDRESS **STREET ADDRESS 2**

CITY **STATE** **ZIP**

AUTO COVERAGES\$ **COMPREHENSIVE COVERAGES\$** **COLLISION COVERAGES\$**

DEDUCTIBLE AMOUNTS **POLICY NO.** **POLICY EXP. DATE**

«PREV **NEXT»**



 **GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM**


Fig. 16

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

 **GE CAPITAL FLEET SERVICES** **AUDI DEMO** **CREDIT APPLICATION** **QUOTE#** **USER:** **DATE:**
 &E_QUOTENEMBER& &E_UADLUSER& 7/26/1999 **[SEARCH]**

HELP **CUSTOMER** **OWNERS** **CREDITORS** **INSURANCE** **HAZARDS** **SIGNATURE**

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

Y2K INFORMATION

HAS YOUR BUSINESS MADE AN ASSESSMENT OF THE COST, TIME, EFFORT, AND IMPACT THAT YEAR 2000 MAY HAVE ON YOUR BUSINESS AND FINANCES?


☒ YES ☐ NO

Y2K PROJECT LEADER NAME PHONE

HAZARDOUS SUBSTANCES

WILL VEHICLES LEASED FROM GE CAPITAL BE USED TO TRANSPORT HAZARDOUS SUBSTANCES REQUIRED TO ☐ YES ☒ NO BE PLACARDED?

«PREV **NEXT»**

 **GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM**


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Fig. 17

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

 GE CAPITAL FLEET SERVICES AUDI DEMO CREDIT APPLICATION

QUOTE# USER: DATE:
&E_QUOTENEMBER& &E_UADL_USER& 7/26/1999

SEARCH

HELP CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

SIGNATURE

THE UNDERSIGNED CERTIFIES THAT THE ABOVE INFORMATION GIVEN FOR CREDIT PURPOSES IS TRUE AND CORRECT AND AUTHORIZES GE CAPITAL FLEET SERVICES AND ANY CREDIT BUREAU OR INVESTIGATIVE AGENCY TO INVESTIGATE REFERENCES, STATEMENTS, OR OTHER DATA LISTED ACCOMPANYING THIS APPLICATION. THE UNDERSIGNED AUTHORIZES ALL PARTIES CONTACTED TO RELEASE CREDIT AND FINANCIAL INFORMATION REQUESTED AS PART OF SAID INVESTIGATION.

SIGNATURE (TYPE FULL NAME) TITLE DATE

VEHICLE TYPE - YEAR/MAKE/MODEL PRICE ESTIMATE VEHICLE IS:

QUOTE NUMBERS THIS APPLICATION COVERS:

«PREV NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


MAIN MENU REQUEST QUOTE CREDIT APPLICATION APPLICATION STATUS EDIT DEALER PROFILE ROI ANALYST SUMMARY REPORTS WHAT'S NEW


Fig. 18

QUOTE STATUS - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/QUOTESTATUS.HTML

 **GE CAPITAL FLEET SERVICES** **AUDI DEMO** QUOTE# USER: DATE:

&E_DEALERNAME& QUOTES

HELP **CUSTOMER** **OWNERS** **CREDITORS** **INSURANCE** **HAZARDS** **SIGNATURE**

MAIN MENU THE STATUS OF THE CREDIT REQUESTS CURRENTLY OPEN FOR <NAME GOES HERE> ARE LISTED BELOW. CLICKING ON ANY OF THOSE REQUESTS WILL BRING YOU TO YOUR CREDIT REQUEST WHERE YOU WILL HAVE THE FOLLOWING OPTIONS.

REQUEST QUOTE

CREDIT APPLICATION ○ IF CREDIT APPLICATION APPROVED

APPLICATION STATUS ○ ACCEPT, CUSTOMER ACCEPTS GEFCs TERMS AND THE CREDIT PROCESS CONTINUES

EDIT DEALER PROFILE ○ REJECT. CREDIT APPLICATION IS DISCARDED.


ROI ○ EDIT. MAKE CHANGES TO THE INFORMATION WITHING THE CREDIT APPLICATION AND RESUBMIT APPLICATION STATUS

ANALYST SUMMARY

REPORTS

WHAT'S NEW

QUOTE NUMBER	APPLICANT NAME	COMPANY NAME	QUOTE DATE	CONTACT
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&

 **GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM**

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Fig. 19

DEALER PROFILE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# &E.QUOTENEMBER& USER: DATE: 7/26/1999

GE CAPITAL FLEET SERVICES DEALER PROFILE SEARCH

HELP DEALER CONTACTS SALES FUNDING

DEALER INFORMATION

DEALER NAME
&E.DEALER_NAME&

LEGAL NAME TRADE NAME (D.B.A.)
&E.LEGAL_NAME& &E.TRADE_NAME&

STREET ADDRESS PHONE FAX
&E.DEALER_ADDR1& &E.DEALER_PHO &E.DEALER_FAX_P

STREET ADDRESS 2
&E.DEALER_ADDR2&

CITY STATE ZIP
&E.DEALER_CITY& &E.DEALER_STATE& &E.DEALER_ZIP&

SELECT ONE ☐ DEALER ☐ BROKER

DEALER STANDING MARKET SEGMENT
&E.DEALER_STANDING& &E.MARKET_SEGMENT&

DEALER ACCOUNT MANAGER PHONE FAX
&E.DAM_NAME& &E.DEALER_PHO &E.DEALER_FAX_P

TERRITORY YEARS IN BUSINESS
&E.TERRITORY_NAME& &E.DATEBST

DB CHECKED ☐
NAME VERIFIED ☐
FINANCIALS REC'D ☐
AGREEMENT REC'D ☐

«PREV» «NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

20/36

Fig. 20

DEALER PROFILE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

GE CAPITAL FLEET SERVICES

AUDI DEMO QUOTE# &E.QUOTENEMBER& USER: DATE: 7/26/1999

DEALER PROFILE

SEARCH

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

DEALER
CONTACTS
SALES
FUNDING

COMMERCIAL VEHICLE DEPARTMENT CONTACTS

1ST CONTACT NAME
EMAIL
&E_CONTACT1_NAME_CHECK&
&E_CONTACT1_EMAIL&

TITLE
PHONE
&E_CONTACT1_TITLE&
&E_CONTACT1_PHO

2ND CONTACT NAME
EMAIL
&E_CONTACT2_NAME_CHECK&
&E_CONTACT2_EMAIL&

TITLE
PHONE
&E_CONTACT2_TITLE&
&E_CONTACT2_PHO

ADD CONTACT
DELETE CONTACT

«PREV
NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

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Fig. 21

DEALER PROFILE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUD/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE-# &E_QUOTENEMBER& USER: DATE: 7/26/1999

GE CAPITAL FLEET SERVICES DEALER PROFILE SEARCH

HELP DEALER CONTACTS SALES FUNDING

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

COMMERCIAL SALES INFORMATION

APPROX. ANNUAL COMMERCIAL SALES VOLUME (\$)
&E_ANNUAL_COM_SALES&

MAKES OF VEHICLES SOLD: DEALER CODE
FORD

MAKES OF VEHICLES SOLD: DEALER CODE
FORD

MAKES OF VEHICLES SOLD: DEALER CODE
FORD

BODY TYPES:

FINANCE SOURCES

☐ BANKS/CREDIT UNIONS

☐ CAPTIVE FINANCE COMPANIES (I.E. GMAC)

☐ LEASING COMPANIES

☐ OTHER SOURCES

«PREV NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

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Fig. 22

DEALER PROFILE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# &E_QUOTENUMBER& USER: DATE: 7/26/1999

GE CAPITAL FLEET SERVICES DEALER PROFILE SEARCH

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

DEALER CONTACTS SALES FUNDING

FUNDING INFORMATION

TAX IDENTIFICATION #

&E_TAX_CODE_CHECK&

PREFERRED PAYMENT METHOD

☐ WIRE TRANSFER

WIRE TRANSFER INFORMATION REQUIRED

WT REPEAT #: &E_WTREPEAT&

BANK NAME: &E_WT_BANK_NAME&

BANK ABA #: &E_WT_BANK_ABA_NUMBER&

BANK CITY #: &E_WT_BANK_CITY&

BANK STATE #:

ACCOUNT NAME #: &E_WT_BANK_ACC_TYPE_C&

ACCOUNT #: &E_WT_BANK_ACCOUNT_NU&

☐ OVERNIGHT CHECK (ATTENTION)

«PREV SAVE CANCEL PRINT NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


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Fig. 23


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# USER: DATE:

 GE CAPITAL FLEET SERVICES INTERNAL QUOTE REQUEST

HELP	DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS
MAIN MENU	DEALER INFORMATION				
REQUEST QUOTE	DEALER NAME <input type="text" value="&E_DEALER_NAME&"/>				
CREDIT APPLICATION	DEALER NAME <input type="text" value="&E_CONTACT_NAME&"/>				
APPLICATION STATUS	PHONE <input type="text" value="&E_DEALER_PHON"/>		FAX <input type="text" value="&E_DEALER_FAX_"/>		
EDIT DEALER PROFILE	DEALER RESERVE (POINTS AS A % OF CAP. COST): <input type="text" value="0%"/> ▾				
ROI	DEALER DOCUMENTATION/ACQUISITION FEE MARK-UP: <input type="text" value="\$0"/> ▾				
ANALYST SUMMARY	DEALER ACCOUNT MANAGER <input type="text" value="&E_DAM_NAME_"/>		PHONE <input type="text" value="&E_DAM_PHON"/>		FAX <input type="text" value="&E_DAM_FAX_"/>
REPORTS	CREDIT BUYER <input type="text" value="&E_CB_NAME_CH"/>		PHONE <input type="text" value="&E_CB_PHONE_"/>		FAX <input type="text" value="&E_CB_FAX_PH"/>
WHAT'S NEW					
EXIT					
CONTACT US					
	<input type="button" value="«PREV"/> <input type="button" value="NEXT»"/>				

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


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Fig. 24


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# USER: DATE:

 GE CAPITAL FLEET SERVICES INTERNAL QUOTE REQUEST

HELP	DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS
MAIN MENU	VEHICLE AND FINANCING INFORMATION				
REQUEST QUOTE	CUSTOMER NAME: <input type="text"/>		VEHICLES TO BE LICENSED IN: <input type="text"/>		
CREDIT APPLICATION	MODEL YEAR: <input type="text"/>	MAKE: <input type="text"/>	MODEL: <input type="text"/>	PRICE \$	<input type="text"/>
APPLICATION STATUS	UPFITTING DESCRIPTION <input type="text"/>		PRICE \$	<input type="text"/>	
EDIT DEALER PROFILE	TRADE EQUITY		\$	<input type="text"/>	
ROI	CASH DOWNPAYMENT		\$	<input type="text"/>	
ANALYST SUMMARY	TOTAL DEDUCTIONS		\$	<input type="text"/>	
REPORTS	TITLE, LICENSE & REGISTRATION		\$	<input type="text"/>	
WHAT'S NEW	SALES TAX (UPFRONT TAX STATES ONLY)		\$	<input type="text"/>	
EXIT	TOTAL AMOUNT TO BE FINANCED		\$	<input type="text"/>	
CONTACT US	TAX RATE TO BE CHANGED ON MONTHLY PAYMENT <input type="text"/> %				
	ASSET TYPE <input type="text" value="CARS (NON-LUXURY)"/>				
	LEASE TERM (NUMBER OF MONTHS) <input type="text"/>				
	RESIDUAL	\$ <input type="text"/>	OR	<input type="text"/>	%
	EFFECTIVE TERM	<input type="text"/>			
	<input type="button" value="«PREV"/> <input type="button" value="NEXT»"/>				

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


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Fig. 25


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# USER: DATE:

 GE CAPITAL FLEET SERVICES INTERNAL QUOTE REQUEST

HELP	DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS
MAIN MENU	INTERNAL CV				
REQUEST QUOTE	TRANSACTION MONTH JANUARY ▾		LEASE TYPE OPERATING LEASE ▾		
CREDIT APPLICATION	APR/MONTHLY PAYMENTS <input type="text"/>		<input type="button" value="COMPUTE MONTHLY PAYMENTS"/>		
APPLICATION STATUS	NUMBER OF ADVANCE PAYMENTS AT: <input type="text"/> <input type="radio"/> 1ST MONTH <input type="radio"/> 2ND MONTH				
EDIT DEALER PROFILE	DEALER FEE (IN DOLLARS): <input type="text"/>		OR DEALER FEE (IN PERCENT) %: <input type="text"/>		
ROI	MONTHLY FEE: <input type="text"/>		PRI: <input type="text"/>		
ANALYST SUMMARY	GECFS DOC FEE: <input type="text"/>		CV %: <input type="text"/>		
REPORTS	TAX LIFE: <input type="radio"/> 3 YEARS <input type="radio"/> 5 YEARS <input type="radio"/> 7 YEARS		FIXED OR FLOATING RATE: <input type="radio"/> FIXED RATE <input type="radio"/> FLOAT RATE		
WHAT'S NEW	<input type="button" value="«PREV"/> <input type="button" value="NEXT»"/>				
EXIT					
CONTACT US					

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

2025 RELEASE UNDER E.O. 14176


26/36


Fig. 26

INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

 **GE CAPITAL FLEET SERVICES** **AUDI DEMO** QUOTE# USER: DATE:

INTERNAL QUOTE REQUEST

HELP	DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS					
MAIN MENU	<p>APPROVALS, COMMENTS/SPECIAL REQUIREMENTS</p> <p>PAYMENT TERMS (DAYS): <input type="text"/> UPFIT FEE: <input type="text"/></p> <p>LATE PAYMENT CHARGE (PER MONTH): <input type="text"/> INTERIM INTEREST (%): <input type="text"/></p> <p>BILL THRU: <input type="text"/></p> <p><input type="button" value="«PREV"/> <input 5"="" type="button" value="NEXT»</input></p></td></tr><tr><td>REQUEST QUOTE</td></tr><tr><td>CREDIT APPLICATION</td></tr><tr><td>APPLICATION STATUS</td></tr><tr><td>EDIT DEALER PROFILE</td></tr><tr><td>ROI</td><td colspan="/></p>									
ANALYST SUMMARY										
REPORTS										
WHAT'S NEW										



 **GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM**

Fig. 27


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# USER: DATE:

 GE CAPITAL FLEET SERVICES INTERNAL QUOTE REQUEST

HELP	DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS
MAIN MENU	CONTRACTUAL TERMS & CONDITIONS				
REQUEST QUOTE	PRICING PREPARED BY: <input type="text" value="GE_USERID&"/>				
CREDIT APPLICATION	ACCOUNT MANAGER:		SALES MANAGER:		
APPLICATION STATUS	<input type="text"/>		<input type="text"/>		
EDIT DEALER PROFILE	TERRITORY/CUST. SVC. MGR.:		PRICING COMMITTEE:		
ROI	<input type="text"/>		<input type="text"/>		
ANALYST SUMMARY	COMMENTS/SPECIAL REQUIREMENTS:				
REPORTS	<input type="text"/>				
WHAT'S NEW	<input type="text"/>				
	<input type="button" value="«PREV"/> <input type="button" value="SAVE"/> <input type="button" value="CLEAR"/> <input type="button" value="CANCEL"/> <input type="button" value="NEXT»"/>				

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 28

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ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E.QUOTE#& USER: DATE: 7/26/1999

GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP SUMMARY CUSTOMER BUSINESS PRINCIPAL COLLATERAL DEALER DOCUMENTS

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

CREDIT DECISION/SUMMARY

STATUS: ELAPSED TIME:

CUSTOMER NAME: CONTACT NAME: PHONE: FAX:

DEALER NAME: COMMERCIAL NAME: PHONE: FAX:

YEAR BUSINESS STARTED:

TERRITORY: DAM: PHONE: FAX:

CREDIT BUYER: PHONE: FAX:

TRANSACTION SPECIALIST: PHONE: FAX:

MODEY YEAR: MAKE: MODEL: MSRP:

TOTAL CAP:

UPFIT DESCRIPTION: MSRP%: AMT TO BE FUNDED:

PAYMENT: DEALER RESERVE %: DEALER RESERVE \$:

PAYMENT W/TAX: DEALER DOC FEE: LEASE TYPE:

TAX RATE: CV %: APR %:

TOAST REQUIRED: ☐ YES ☐ NO STATUS: APPROVED EFFECTIVE TERM:

POSITIVES/MITIGANTS

☐ HOME OWNER

☐ DOWN PAYMENT

☐ LONG TIME IN BUSINESS

☐ STRONG COLLATERAL

☐ GOOD AMORT TERM

☐ LOW REVOLVING AND/OR HIGH AVAILABILITY

☐ WELL PAID CREDIT

OTHER:

NEGATIVE RISKS

☐ SHORT TIME IN BUSINESS

☐ EXTENDED TERMS

☐ LIENS/JUDGMENT/REPOS

☐ HIGH REVOLVING AND/OR LOW AVAILABILITY

☐ NO LIKE CREDIT

☐ BANKRUPTCY

☐ POOR PAY HISTORY

OTHER:

CREDIT ANALYST DECISION JUSTIFICATION:

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


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Fig. 29


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E_QUOTENUMBER& USER: DATE: 7/26/1999

 GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
MAIN MENU	TIME STATUS (IN BUSINESS HOURS)						
REQUEST QUOTE	PHASE:	&E_PHASE&		STOP TIME:		&E_STOP_TIME&	
CREDIT APPLICATION	START TIME:	&E_START_TIME&		TOTAL ELAPSED TIME:		&E_TOTAL_ELAPSED_TIME&	
APPLICATION STATUS	QUOTE:	&E_QUOTE_NO&		QUOTE REQUEST SUBMITTED: &E_QUOTE_REQ_SUBMITTED&			
EDIT DEALER PROFILE	CUSTOMER QUOTE DECISION:	&E_CUST_DECISION&		QUOTE RETURNED: &E_QUOTE_RETURNED&			
ROI	CREDIT APP PROCESSING:	&E_CREDIT_APP_PROC&		CREDIT APP SUBMITTED: &E_CREDIT_APP_SUBMITTED&			
ANALYST SUMMARY	CUSTOMER DECISION:	&E_CUST_DEC&		CREDIT DECISION MADE: &E_CREDIT_DECISION_MADE&			
REPORTS	DOCUMENT PROCESSING:	&E_DOC_PROCESS&		REQUEST FOR DOCUMENTS: &E_REQ_DOCS&			
WHAT'S NEW	FUNDING REQUEST:	&E_FUNDING_REQ&		DOCS SENT TO CUSTOMER: &E_DOCS_SENT_CUST&			
EXIT	DOCS RECEIVED AT GE:	&E_DOCS_REC&					
CONTACT US	TOTAL:	&E_TOTAL&					
	SUMMARY						
	GE ELAPSED TIME:			&E_ELAPSEDTIMETOTAL&			
	CUSTOMER ELAPSED TIME:			&E_ELAPSEDCUSTTIME&			

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 30

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ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E.QUOTENEMBER& USER: DATE: 7/26/1999

GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
------	---------	----------	----------	-----------	------------	--------	-----------

CREDIT DECISION/SUMMARY

LEGAL CORPORATE NAME/BUSINESS NAME

STREET ADDRESS NON-PROFIT ☐

STREET ADDRESS 2

CITY STATE ZIP COUNTY

SELECT ONE
☐ CORPORATION
☐ PARTNERSHIP
☐ SOLE PROPRIETORSHIP

BUSINESS START DATE

CONTACT NAME

PHONE: FAX:

IF CORPORATION
 DATE OF INCORPORATION STATE OF INCORP. CORPORATE ID NO.

CURRENT FLEET SIZE
☐ CARS
☐ LUXURY CARS
☐ LIGHT TRUCKS
☐ MEDIUM TRUCKS
☐ HEAVY DUTY TRUCKS
☐ TRAILERS

WHERE FINANCED? (OPTIONAL)

CURRENT CUSTOMER ☐ YES ☐ NO

CORP. CODE

COLLECTOR NAME:

STATUS:

FLEET #

COLLECTOR PHONE:

OUTSTANDING BANK VALUE \$:

Y2K EVALUATED ☐ YES ☐ NO

CONTACT:

PHONE:

COMPANY NAME:

DATE LAST UPDATED:

DUNS #:

SIC CODE:

RATING:

OF EMPLOYEES:

PAYDEX:

% W/IN TERMS:

HIGHEST CREDIT \$:

AUDIT STATUS:

NOTES:

SIC CODE:

HISTORY:


TRADES:

STATEMENT DATE:


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E_QUOTENEMBER& USER: DATE: 7/26/1999

 GE CAPITAL FLEET SERVICES ANALYST SUMMARY

SEARCH

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
------	---------	----------	----------	-----------	------------	--------	-----------

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

PRINCIPAL INFORMATION

OWNER NAME: TITLE: % OF OWNERSHIP:

PHONE: SS#: DATE OF BIRTH:

ADDRESS: ADDRESS2:

CITY: STATE: ZIP:

HOME OWNERSHIP STATUS:

PUBLIC RECORDS: PAST DUE AMT: INQUIRIES: SALES ACCTS:

INSTALL BALANCE: SCH/EST PMT: INQUIRES/6 MO.: NOW DEL/DAY:

REAL ESTATE BALANCE: PAYMENT: TRADELINES: WAS DEL/DAY:

REVOLVING BALANCE: REVOLVING AVAILABLE: PAID ACCOUNTS: OLD TRADE:

FICO SCORE: CBR UPDATE DATE:

«PREV NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


Fig. 32


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ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

 **GE CAPITAL FLEET SERVICES ANALYST SUMMARY** QUOTE# &E.QUOTENEMBER& USER: DATE: 7/26/1999

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
MAIN MENU	COLLATERAL INFORMATION						
REQUEST QUOTE	CUSTOMER NAME <input type="text"/>		NON-PROFIT <input type="checkbox"/>		VEHICLES TO BE LICENSED IN: <input type="text" value="MN"/>		
CREDIT APPLICATION	MODEL YEAR: <input type="text"/>	MAKE: <input type="text"/>	MODEL: <input type="text"/>	PRICE \$ <input type="text"/>			
APPLICATION STATUS	UPFITTING DESCRIPTION <input type="text"/>			PRICE \$ <input type="text"/>			
EDIT DEALER PROFILE	TRADE EQUITY \$ <input type="text"/>						
ROI	CASH DOWNPAYMENT \$ <input type="text"/>						
ANALYST SUMMARY	TOTAL DEDUCTIONS		\$ <input type="text"/>				
REPORTS	TITLE, LICENSE & REGISTRATION		\$ <input type="text"/>				
WHAT'S NEW	SALES TAX (UPFRONT TAX STATES ONLY)		\$ <input type="text"/>				
EXIT	TOTAL AMOUNT TO BE FINANCED		\$ <input type="text"/>				
CONTACT US	TAX RATE TO BE CHARGED ON MONTHLY PAYMENT <input type="text"/> %						
	ASSET TYPE <input type="text" value="CARS (NON-LUXURY)"/>						
	LEASE TERM (NUMBER OF MONTHS) <input type="text"/>						
	RESIDUAL \$ <input type="text"/> OR <input type="text"/> %						
	EFFECTIVE TERM <input type="text"/>						
	GE DOCUMENT FEE: <input type="text"/>		DEALER DOCUMENT <input type="text"/>				
	MSRP: <input type="text"/>		% OF MSRP <input type="text"/>				
	PAYMENT FACTOR: <input type="text"/>						
	TOTAL % DOWN (ADVANCE PMTS + DOWN PMT + TRADES)/(CHASSIS + UPFIT): <input type="text"/>						
	CV %: <input type="text"/>		APR %: <input type="text"/>				
	NOTES: <div style="border: 1px solid black; height: 20px; width: 100%;"></div>						
	«PREV		NEXT»				

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 33

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ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E-QUOTENEMBER& USER: DATE: 7/26/1999

GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
------	---------	----------	----------	-----------	------------	--------	-----------

COLLATERAL INFORMATION

DEALER NAME ☐ DEALER ☐ BROKER

ADDRESS PHONE

ADDRESS FAX

CITY STATE ZIP

COMMERCIAL CONTACTS

1) NAME PHONE

TITLE FAX

2) NAME PHONE

TITLE FAX

3) NAME PHONE

TITLE FAX

FEE MARKUP DEALER RESERVE

NOTES:

REPORTS

☐ YIELD (QUOTE TO FUNDING RATIOS / VOLUME)

☐ DEALER BROKER AGREEMENT

☐ VIEW

☐ FINANCIALS RECEIVED

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


Fig. 34

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ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUD/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E.QUOTE#& USER: DATE: 7/26/1999


 GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP	SUMMARY CUSTOMER BUSINESS PRINCIPAL COLLATERAL DEALER DOCUMENTS
MAIN MENU	DOCUMENTS
REQUEST QUOTE	IMPORTANT
CREDIT APPLICATION	PLEASE SIGN, DATE AND INITIAL THE FOLLOWING DOCUMENTS ONLY WHEN YOU SEE AN X NEXT TO THE SIGNATURE BLOCK LINE. THE REMAINING BLANK LINES THAT YOU SEE IN THE DOCUMENTS WILL BE FILLED IN BY OUR OPERATIONS DEPARTMENT AT THE TIME OF FUNDING.
APPLICATION STATUS	PLEASE USE THE CHECKLIST BELOW TO ENSURE THAT A COMPLETE PACKAGE IS RETURNED TO THE "SERVICES" GROUP FOR PROMPT FUNDING.
EDIT DEALER PROFILE	DOCUMENTS
ROI	<input type="checkbox"/> MASTER LEASE AGREEMENT (SIGN, DATE AND INITIAL) <input type="checkbox"/> RATE SCHEDULE (SIGN) <input type="checkbox"/> BUSINESS USE CERTIFICATION <input type="checkbox"/> SCHEDULE A (SIGN) <input type="checkbox"/> EXHIBIT S (SIGN AND DATE) <input type="checkbox"/> CONTINUING GUARANTEE (SIGN, DATE AND NOTARIZE)
ANALYST SUMMARY	CHECK OR DEPOSIT TO VENDOR
REPORTS	<input type="checkbox"/> SEE THE INVOICE ACCOMPANYING THE DOCUMENT PACKAGE. MAKE THE CHECK PAYABLE TO GEFCFS. IF FUNDS ARE PAID TO DEALER, PLEASE SHOW THIS ON THE INVOICE.
WHAT'S NEW	INSURANCE
EXIT	<input type="checkbox"/> SEE THE INVOICE ACCOMPANYING THE DOCUMENT PACKAGE. MAKE THE CHECK PAYABLE TO GEFCFS. IF FUNDS ARE PAID TO DEALER, PLEASE SHOW THIS ON THE INVOICE.
CONTACT US	FRONT AND BACK COPY OF THE MSO/TITLE
	<input type="checkbox"/> SEE TITLING INSTRUCTIONS PROVIDED WITH THE DOCUMENTS.
	DEALER INVOICES
	<input type="checkbox"/> SHOW ANY TRADES OR DEPOSITS. MAKE INVOICE TO: GELCO CORPORATION 3 CAPITAL DRIVE EDEN PRAIRIE, MN 55344 PLEASE MAIL COMPLETED PACKET TO: GE CAPITAL FLEET SERVICES, ATTN: CATHY ROBERTS VATRK AT 3 CAPITAL DRIVE, EDEN PRAIRIE, MN 55344
	MISC. DOCUMENTS (AS NEEDED)
	<input type="checkbox"/> TAX EXEMPTION CERTIFICATE <input type="checkbox"/> UCC IF YOU HAVE ANY QUESTIONS ABOUT ANY OF THE ABOVE ITEMS, PLEASE CALL AMY JERDEE AT 1-800-875-5969 EXT. 2055
	<input type="button" value="PROCESS"/> <input type="button" value="CANCEL"/> <input type="button" value="«PREV"/> <input data-bbox="227 1953 267 1984" ge="" logo"="" type="button" value="NEXT» </td> </tr> </table> <p> GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 35

CUSTOMER INFORMATION			
CUSTOMER: ORITZ METAL SHOP ADDRESS: 5 WILLY WONKA BLVD CITY: MTKA STATE: MN ZIP: 55351			
CUSTOMER INFORMATION			
LEASE TYPE:	OPEN END / OPERATING LEASE	MONTHLY PAYMENTS:	382.19
TAX BENEFITS:	RETAINED BY GECFS	RESIDUAL:	8,000.00
ASSET TYPE:	TRACTOR	CYCLE MONTH:	50
CAP COST:	22,618		
CONTRACTUAL PRICING			
DEALER FEE:	113.09	FUNDING MONTH:	MARCH
DOC FEE:	150.00	INTEREST INDEX:	2 YR TSY
		CALCULATION:	MORTGAGE
PAYMENTS IN ADVANCE		365 DAY INTEREST:	YES
CONTRACTUAL TERMS AND CONDITIONS			
PAYMENT TERMS	10 DAYS	UPFIT FEE:	N/A
LATE PAYMENT CHARGE	1.5%	INTERIM INTEREST:	PRIME + 1%
BILL THROUGH	SOLD		
EFFECTIVE DATE OF PRICING:	FIRST MONTH AFTER GECFS SIGNS NEW CONTRACTS		
RULE 15/16			
COMMENTS / SPECIAL REQUIREMENTS		CUSTOMER LEASE PROFITABILITY	
		DISCOUNTED CASH FLOWS:	
		NET REVENUE:	\$ 6,863 11.05%
		INTEREST EXPENSE:	\$ 3,506 5.65%
COMMENTS / SPECIAL REQUIREMENTS		CONTRIBUTED VALUE	\$ 3,357 5.41%
ACCOUNT MANAGER: _____		CUMULATIVE ANI	\$745,177
SALES MANAGER: _____			
TERRITORY MANAGER: _____			
PRICING COMMITTEE: _____			

Fig. 36

 <div style="float: right; text-align: right;"> GE CAPITAL FLEET SERVICES </div>																			
LEASE PROPOSAL																			
TODAY'S DATE: 11/15/99	QUOTE EXPIRATION: 12/15/99																		
TO: _____ CONTACT: _____ FAX#: _____ FROM: _____ FAX#: _____ CUSTOMER: _____																			
TERMS OF PROPOSAL																			
<table style="width: 100%; border: none;"> <tr> <td style="width: 30%;">PURCHASE PRICE:</td> <td>22,618</td> </tr> <tr> <td>FINANCED AMOUNT:</td> <td>22,618</td> </tr> <tr> <td>TERM (MONTHS):</td> <td>50</td> </tr> <tr> <td>RESIDUAL:</td> <td>8,000</td> </tr> <tr> <td>RESIDUAL%:</td> <td>35.37%</td> </tr> <tr> <td>MONTHLY PAYMENT:</td> <td>\$382.19</td> </tr> <tr> <td>DOCUMENTATION FEE:</td> <td>\$150.00</td> </tr> <tr> <td>DEALER FEE:</td> <td>\$113.09</td> </tr> <tr> <td>APR:</td> <td>10.0000%</td> </tr> </table>		PURCHASE PRICE:	22,618	FINANCED AMOUNT:	22,618	TERM (MONTHS):	50	RESIDUAL:	8,000	RESIDUAL%:	35.37%	MONTHLY PAYMENT:	\$382.19	DOCUMENTATION FEE:	\$150.00	DEALER FEE:	\$113.09	APR:	10.0000%
PURCHASE PRICE:	22,618																		
FINANCED AMOUNT:	22,618																		
TERM (MONTHS):	50																		
RESIDUAL:	8,000																		
RESIDUAL%:	35.37%																		
MONTHLY PAYMENT:	\$382.19																		
DOCUMENTATION FEE:	\$150.00																		
DEALER FEE:	\$113.09																		
APR:	10.0000%																		
<p style="text-align: center;">THIS PROPOSAL DOES NOT CONSTITUTE A COMMITMENT BY GECFS TO ENTER INTO THE PROPOSED TRANSACTION AND DOES NOT CREATE A CONTRACT. A COMMITMENT IS CONTINGENT UPON: 1) CREDIT APPROVAL 2) PREPARATION AND EXECUTION OF TRANSACTION DOCUMENTATION ACCEPTABLE TO GECFS, 3) AND THE COMPLETION AND FUNDING OF THE TRANSACTION WITHIN THIRTY (30) DAYS FROM THE DATE OF THIS PROPOSAL</p>																			
_____ ACCEPTED	_____ OFFERED																		

2000-11-15 14:50:11